

BookCrafters, Inc.

LEE HILL INDUSTRIAL PARK / POST OFFICE BOX 892
FREDERICKSBURG, VIRGINIA 22401 / 703-371-3800

No. 3909 - #50
September 10, 1975

Mr. Harold Weisberg
Coq d'Or Press
Route 12
Frederick, Maryland 21701

Re: UNKNOWN

Dear Mr. Weisberg:

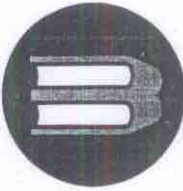
We are pleased to submit our prices for the manufacture of the above title based on the following specifications:

Quantity: 3,500; 5,000; 7,500
Trim Size: 6 x 9
Pages: 660
Graphic Media: Complete camera ready repros and photographs on text; complete color separated mechanical on cover
Proofs: Complete loose page blues of text; color key on cover
Presswork: Black ink throughout text; cover prints in 2 PMS colors plus press varnish one side
Stock: 50# International Bookmark white bulking 416 PPI on text; cover prints on 10 pt. CIS white cover Bristol
Binding: Adhesive wrap cover
Packaging: Pack in BookCrafters standard single wall R.S.C. cartons on BookCrafters standard pallets
Terms: Net 30 days - subject to credit review
F.O.B.: BookCrafters, Inc. - Fredericksburg, Va.

PRICES:	<u>3,500 Copies</u>	<u>5,000 Copies</u>	<u>7,500 Copies</u>
Plates & Belts:	\$2,160.00	\$2,160.00	\$ 2,160.00
Press & Paper Bind:	1,706.00	2,204.00	3,185.00
Text Paper:	2,108.00	2,823.00	4,236.00
Paper Covers:	348.00	377.00	432.00
TOTAL:	<u>\$6,322.00</u>	<u>\$7,564.00</u>	<u>\$10,013.00</u>

Reprint prep of belts: \$237.00

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Halftones additional at \$4.75 each
Additional to place customer furnished insert under front cover at
\$.01 per insert
Additional to furnish and place books in 10" x 12" open-end clasp
envelope at \$.14 per book
Additional for individual shrink wrapping at \$.025 per unit
Approximate freight to Frederick, Maryland: \$173.00/229.00/251.00

Thank you for the opportunity to submit our quotation.

Sincerely,
BOOKCRAFTERS, INC.

Bill Adams

Bill Adams
Customer Service Representative

cc: BookCrafters, Inc. - Ann Arbor
BookCrafters, Inc. - New York

BA/nb

BOOKCRAFTERS TERMS OF SALE

1. **ACCEPTANCE.** Quotation is subject to immediate acceptance. Until acceptance is received, quotation is subject to change without notice.* Accepted quotation is for work to begin at once or not more than thirty (30) days after order has been accepted by BookCrafters, unless specifically otherwise agreed upon. Long-term contracts are subject to specific negotiations for increases or decreases in price due to wage or material increases over which BookCrafters has no control. All quotations are based on work being performed during the regular straight-time working hours and conditions prevailing at date of quotation.
2. **WRITTEN ORDERS.** All orders and changes therein shall be in writing; printing orders shall specify the quantity of each title to be printed at one run; binding orders, the quantity of each title to be bound at one time. BookCrafters has the right to reject, within ten (10) days after receipt, without liability, any acceptance of quotation by Customer.
- ORAL AGREEMENTS.** Neither party is bound by oral agreements or representations which are contrary to the provisions of the written contract or of these terms and conditions.
3. **MANUFACTURER'S LIEN.** In consideration of the acceptance of any order, it is agreed that a manufacturer's lien for all work theretofore or thereafter performed shall attach to all property of Customer at any time while in the possession of BookCrafters. The extension of credit or the acceptance of notes or guarantees of payment, whether or not the amount claimed was incurred in connection with such property or otherwise, shall not affect such lien.
4. **DEFECTIVE WORK.** BookCrafters will not be responsible or liable in any way for defects in paper.
DEFECTIVE BOOKS. The quoted price includes the following examination of the completed work: freeing the endpapers, noting that the book is cased properly, once fanning through the leaves preparatory to wrapping.

Where a special examination for defects is desired, a separate and distinct agreement must be made.

In the case of defective books, where responsibility attaches, BookCrafters' liability shall be limited to correcting and repairing such books. Where such correcting and repairing are not practicable, liability shall be limited to the cost of paper when furnished by Customer, press work when done by another, and binding in such books.
5. **INDEMNITY.** As part of the consideration for undertaking the responsibilities imposed on BookCrafters by Customer, Customer will and does indemnify, and agree to save harmless, BookCrafters of and from any and all claims, damages, fines, losses, expenses, attorneys' fees, and/or court costs which BookCrafters, its officers, or its employees may become liable for, incur, sustain, or suffer, as the result or arising out of any and all claims, charges, or suits based on any allegation of libel, obscenity, unlawful manner, violation of privacy, infringements or misuse of copy, copyright, pictures, portraits, photographs, or other material set, plated, printed, bound, or distributed by BookCrafters or its agents or subcontractors in the performance of any work performed by it or them for Customer, it being understood and acknowledged that BookCrafters has no control over the same; and any suppressions, impounding, or seizure of the materials of Customer shall not release Customer from liability to BookCrafters for the considerations agreed to be paid by Customer to it or from liability under this agreement.
- *Prices are subject to revision with changes in cost of labor and materials; prices are also subject to revision upon receipt and evaluation of all material from Customer.
6. **ARBITRATION.** Any controversy or claim arising out of, or relating to, this contract or the breach thereof, shall be settled by arbitration, in accordance with the rules, then obtaining, of the American Arbitration Association, and judgment upon any award rendered may be entered in the highest court, state or federal, having jurisdiction in the premises.
7. **SKETCHES, COPY DUMMIES,** and all preparatory work created or furnished by BookCrafters shall remain its exclusive property and no use of same shall be made, nor may ideas obtained therefrom be used, except upon compensation to be determined by the owner.
8. **ART WORK, TYPE, PLATES** (including lithographic and letterflex plates), engravings, electrotypes, negatives, positives, and other items when supplied by BookCrafters shall remain its exclusive property, unless otherwise agreed in writing.
9. **ALTERATIONS.** Proposals are only for work according to the original specifications. If through Customer's error, or change of mind, work has to be done a second time or more, such extra work will carry an additional charge, at current rates for the work performed.
10. **STANDING TYPE MATTER,** plates (including letterflex and lithographic plates), and negatives and belts will not be held after completion of the order except by special agreement and charge therefor.
11. **OVERRUNS OR UNDERRUNS** not to exceed 10% of the amount ordered shall constitute an acceptable delivery; and the excess or deficiency shall be charged or credited to Customer proportionately.
12. **CUSTOMER'S PROPERTY.** BookCrafters shall charge Customer, at current rates, for handling and storing Customer's stock or Customer's printed matter held more than thirty (30) days. All Customer's property that is stored with BookCrafters is at Customer's risk, and BookCrafters is not liable for any loss or damage thereto caused by fire, water leakage, theft, negligence, insects, rodents, or any cause beyond its control. It is understood that the gratuitous storage of Customer's property is solely for the benefit of Customer.
13. **UNLESS OTHERWISE SPECIFIED,** the price quoted is for a single shipment, f.o.b. Fredericksburg. BookCrafters' responsibility for shipments ceases with delivery to the carrier. Claims for loss or damage should be presented to the carrier.
14. **DELAYS IN DELIVERY.** All contracts are made contingent upon war, strikes, fires, floods, accidents, availability of material, or other contingencies beyond BookCrafters' control.
15. **REPAIRS, CHANGES,** trimming, mortising, anchoring, special proving, or similar work required on materials which are furnished by Customer, including but not limited to drawings, engravings, electrotypes, and negatives, shall be billed at current market rates.
16. **PAPER STOCK** furnished by Customer shall be properly packed, free from dirt, grit, torn sheets, bad splices, etc., and of proper quality for BookCrafters' printing requirements. Additional cost due to delays or impaired production on account of improper packing or quality shall be charged to Customer.
17. **COLOR PROOFING.** Because of the difference in equipment and conditions between color proofing and the pressroom operations, a reasonable variation in color between color proofs and the completed jobs shall constitute an acceptable delivery.
18. **TAXES.** State and local taxes not included in quoted prices.
19. Past due invoices are subject to 1-1/2% interest charge. This is an annual rate of 18%.